



## **Client Associate, Corporate Banking - Future & Tech Industries – Consumer Trade & Services, Sweden**

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Would you like to join us on our journey towards becoming the leading Consumer Trade & Services bank in Sweden. We are now looking for a Client Associate who will play an important role on this journey, contributing with proactivity, energy and competence to the team.

**Future & Tech Industries (F&T)** covers DNB's largest customers within the sectors: Consumer Trade & Services, Financial Institutions, Healthcare, Industrials, TMT & Business Services and Financial Sponsors, also supported by the CAS-Customer Analysis Section. The division is represented in Oslo, Sweden (Stockholm, Göteborg, Malmö), Copenhagen, Helsinki, London, New York, Singapore and Sidney.

**The Consumer Trade & Services** section covers the subindustries Mobility (retail), Fashion & Sports, FMGC & Foods, Home, Travel, Hotels, Leisure & Fitness, Transportation and Care/Social Infrastructure. We are building on DNB's strong market position in the Nordics with leading players within each subindustry and we are aiming for a lead position on Circular Economy and Sustainability in line with consumer trends. We deliver broad and relevant services to our B2C customers by cooperating closely with other areas of the DNB Group, such as DNB Carnegie, Working Capital Solutions, Treasury Management, and DNB Finans/Autolease, among others.

### **Key responsibilities:**

As a Client Associate you have the responsibility to:

- Develop and lead client relationships, including taking a strategic view on the customer's capital structure, pitching for lending and other cross selling activities and coordinating with the relevant product specialists.
- Drive profitable growth through origination of new customers and business opportunities.
- Ability to execute all kinds of transactions, and independently drive a process from pitch to closing.
- Take ownership of the credit risk assessment, structure deals and develop term sheets.
- Take responsibility of the documentation process of a deal, including reviewing loan agreements and coordinating stakeholders.
- Develop and maintain strong industry knowledge, which includes broadening networks with relevant industry participants.
- Have a hands-on oversight of KYC procedures and non-financial risk assessments.

### **Competence requirements and experience:**

- Higher academic education, business or a related field.
- Fluent in Swedish and English.
- Proven experience in corporate banking or a related field, with solid business acumen



- A minimum of 3-5 years of relevant experience as a Client Associate
- In-depth knowledge of banking products, capital markets and capital-efficient solutions, and preferably experience from Consumer & Trade Services.
- Ability to initiate and build relationships both external and internal.
- Pro-active, structured and result-oriented.

**Personal qualities:**

You are a strong communicator and relationship builder who thrives in a collaborative environment. You embrace change and innovation, continuously seeking ways to improve processes and deliver value to clients.

**Application**

DNB is collaborating with Lager & Partners on this recruitment. You can apply for the position [here](#). The closing date for applications is December 16, 2025, but we will be reviewing applications on an ongoing basis.

If you have any questions about the position, please feel free to contact Maria Lindbom or Samira Löfgren at Lager & Partners on +46 (0)8-407 64 60. We are looking forward receiving your application!

**Local Trade union:**

Erik Svensson-Rova (Finansförbundet): [erik.svensson-rova@dnb.se](mailto:erik.svensson-rova@dnb.se)

Charlotte Löfgren (Akademikerföreringen): [charlotte.lofgren@dnb.se](mailto:charlotte.lofgren@dnb.se)